

Fleet and Industrial Supply Centers, Norfolk



Ready. Resourceful.

Responsive!



FLEET CONTRACTING TEAM

Team 1: Fleet Readiness

Team 2: Habitability

Team 3: Forces and Family Support

- * Team goal: SUPPORT THE FLEET. Transformation has enabled customer alignment to provide effective, efficient, and productive support.
- * This means greater use of the purchase card up to \$10K as method of payment, capturing the benefit of regional/ national contracts, and maximizing IDC contracts servicing multiple customers.



Fleet Readiness Mission

- Initiative #1, Husbanding:
 - Key: Ensuring consistency when you pull into port. Re-tooling East Coast Husbanding contract to be standardized and consistent with the recently awarded Europe and SWA contracts.
 - We are collaborating across FISC's and working as an enterprise on the husbanding program to support the fleet.
 - Conduct pre-deployment briefs and continuous pierside training for SUPPOs.
 - Ensure requirements for contractors to utilize CRAFT are contained in awards.



CRAFT

- Worldwide Cost Reporting Analysis & Forecasting Tool (CRAFT): Comprehensive cost management solution for fleet operations
- Updated version will generate automatic replies to LOGREQ requests based on contractor's inputs
- Will allow query of services available and normally required in port, historical port visit costs by ship, ship class and Strike group
- Prototype completion and Testing: Feb 04 -Sep 04
- Full Implementation: FY 05



Common Fleet Markets

- Initiative #2, Common Fleet Markets:
 - Analyze requirements and develop sourcing solutions that fully address Fleet needs and that encourage standardized equipments and cost reductions.
 - Conduct spend analysis/surveys of common Fleet requirements to establish contracted sources of supply via delivery orders or the DoD eMALL.
 - Partner with TYCOMs to provide acquisition planning advice and assistance for the establishment of an end-to-end phased replacement process.



Habitability Mission

- Initiative #3, Mobile Teams:
 - Reduce delivery delays during operational schedule through improved integration of habitability projects and ship overhaul/maintenance periods.
 - Formalize TYCOM support for future maintenance and operational scheduling, to include, funded habitability team TDYs for ships returning from deployment.
- Initiative #4, Historical Database:
 - Create a historical database linking ship types, quality of service and ship habitability work projects to support phased replacement planning, budgeting, and contracting support.
 - This will assist in forecasting future habitability services requirements.



Habitability Mission

Initiative #5, Habitability Mart:

- Establish a Habitability Mart contract to include shipboard approved furniture, leveraging DOD eMALL as a procurement vehicle.
- Virtual store similar to Servmart.
- All ship approved furniture will be readily available.



Forces/Family Support

- MAJOR INITIATIVE FOR US: Streamlining Processes to Support You
- Ship Stores: A real benefit to you.
- We are becoming more responsive to changes in the market through this.
- Modify NEXCOM Ships Store Contracts to incorporate full catalog pricing instead of a bid schedule changes. We are streamlining process and reducing the number of contract actions to drastically improve procurement lead times. This means we are more responsive to your needs quicker.



IP. Innovative Solutions

- SERVMART THE NAVY'S HOME DEPOT & LOWES TYPE STORES.
- It is a competitive contract that is JWOD compliant.
- A "safe haven" to shop to meet socioeconomic requirements.
- Use of Purchase Card for purchases up to \$10K as a method of payment in Superstore.
- Full utilization of DOD eMALL.



SERVMART

SERVMART and the DOD eMALL:

- MANCON is the SERVMART contractor.
- MANCON catalog of items available in the Super SERVMART and the eMALL.
- You have options. Shop at Superstore or connect directly to eMALL from your One Touch Log In.
- Government Purchase Card as method of payment up to \$10K in Servmart and up to \$100K on the eMALL.



IP. SERVMART & eMALL

To access the Catalog for SERVMART:

- Enter DOD eMALL site
- Commercial Catalogs
- Suppliers
- Mancon SERVMART



Shop the DOD eMALL by:

Category,
Supplier,
Product Name,
Description,
Keyword,
Part number,
Manufacturer,
National stock number (NSN),
Universal product code, or
Green filter items.

Web address: www.emall.dla.mil



NAVSUP Vision:

We will be the customers' choice for best value products and services, where a single request by the customer activates a global network of sources and solutions...

In short, One-Touch Supply.



NAVSUP goal:

- Profile our customers to determine their needs;
- Award and place competed indefinite delivery type contracts (IDTCs) on the DOD eMALL to cover multiple items to support multiple customers;
- Maximize Navy buying power to obtain quality products and services at lower prices and better delivery times; and
- Maximize appropriate purchase card usage.



DOD eMALL:

Our electronic marketplace

Why use DOD eMALL?

- Infrastructure in place
- "Safe" purchase card buys
- Navy buying power means leverage for better and lower prices
- Economies of scale
- Works like e-bay
- Ability to perform market research



Advantages to using the Navy-awarded contracts on the DOD eMALL:

- Ability to save user profiles and repeating/ recurring (standing) orders reduce cycle time:
 - Improved data accuracy
- All required socio-economic program requirements planned and accounted for in the awarded contracts' acquisition strategies.
- Ease of placing purchase card orders.
- Streamlined acquisition tool that we have been searching for.



- Both shopper and cardholder capabilities:
 - Cardholder can place order.
 - Can establish process for ordering.
 - Shoppers can fill cart.
- Maintains records of all orders. Assists in Purchase Card reconciliation.
- Line item detail of orders.
- Material receipt and acceptance capability.



CONTACT

Director, Operating Forces/Family Support, 443-1443

Branch Managers:

- Fleet Readiness: Diane Krueger, 443-1385
- Operating Forces/Family Support: Jim Hudgens, 443-1342
- Habitability: Scott Wilkins, 445-1444

SAP Lead: Dave Zareczny, 443-1431